



Ethio-American Chamber of Commerce

Ethio-America Food and Beverage Show 2023

The Ethio-America Food and Beverage Show is an annual event serves as a vital platform for industry professionals, businesses, and enthusiasts from Ethiopia and the United States to connect, exchange knowledge, and explore opportunities within the food and beverage sector. The event attracts key stakeholders, including manufacturers, distributors, investors, government officials, restaurants & bars as well as consumers, making it an ideal platform to showcase your brand and expand your network.

Objectives

- **Cultural Exchange:** Foster a deeper understanding and appreciation of Ethiopian and American culinary traditions, promoting cultural exchange and dialogue between the two cultures.
- **Business Opportunities:** Facilitate networking and business connections among food and beverage professionals, including producers, distributors, suppliers, and industry experts, to explore partnerships and expand market reach.
- **Advocacy:** Presenting the challenges of the Ethio-American Restaurant & Bar businesses and discuss the solution with key industry players and officials.
- **Education and Awareness:** Educate attendees about the history, traditions, and unique aspects of Ethiopian and American food and beverages through cooking demonstrations, workshops, and informative sessions.
- **Consumer Engagement:** Provide a memorable and immersive experience for food enthusiasts and the general public, allowing them to taste, experience, and appreciate the culinary excellence of both cultures.
- **Promote Ethiopian Food and Beverage:** Raise awareness about Ethiopian cuisine, its health benefits, and its potential as an emerging culinary trend in the American market, creating opportunities for Ethiopian food entrepreneurs and businesses.

Key Highlights of the Show

- **Exhibiting and B2B Sessions:** Exhibitors, sponsors and participants will connect with industry professionals, entrepreneurs, suppliers, and food enthusiasts in the vibrant atmosphere of the show. Explore business opportunities, forge partnerships, and build valuable connections within the food and beverage industry.
- **Tasting Sessions:** Indulge your taste buds in a variety of delectable Ethiopian and American dishes. Sample traditional Ethiopian favorites such as injera, doro wat, and kitfo, alongside American classics like burgers, barbecue, and gourmet desserts.
- **Cooking Demonstrations:** Learn from renowned Ethiopian and American chefs as they share their culinary expertise, demonstrate traditional cooking techniques, and provide insider tips and tricks.
- **Beverage Showcase:** Immerse yourself in a world of flavors with the Beverage Showcase, discover Ethiopian coffee traditions, drinks, and explore American craft beers, wines, and spirits that complement the diverse cuisine.
- **Cultural Performances:** Delight in traditional Ethiopian music, dance, and art, and experience the vibrant rhythms and expressions of American cultural performances.
- **Education and Workshops:** Engage in informative online sessions on restaurant management, regulations, customer services and experiences.
- **Launch the formation of Ethio-American Restaurant and Bar Owners Association.**
- **Recognition and Award Programs**
- **Ethio-American Restaurant and Bar Owners Day**

EXHIBITOR'S FEE

In exchange for the right to promote and/or sell stated product (s) during the Show the Exhibitor agrees to pay Ethio-American Chamber of Commerce in Maryland:

- \$400 for 10 x 10 Food & Beverage **vendor booth** space for **Sunday October 8, 2023** only in the event area. This price includes standard electrical provision. Vendor provides tent, food, beverages, tables, chairs, electrical cords, etc.
- \$350 for 10 x 10 Dry goods vendor booth space for **Sunday October 8, 2023** in the event area. This price includes standard electrical provision. We will provide a table and two chairs.

- \$250 for 10 x 10 Non-profit vendor booth space for **Sunday October 8, 2023** only in the event area. This price includes standard electrical provision. We will provide a table and two chairs.

PREMISES -Operator warrants that the premises shall be left in original condition as upon arrival; this includes picking up trash at and around Operator's premises.

Due to event layout and space requirements, vendor's vehicles cannot be parked alongside the vendor's booth. Vendors will be allowed to drop off merchandise and park in the designated area.

TERMS & CONDITIONS

1. Exhibitor shall not display, sell, or dispense any items with offensive, profane, and or drug related paraphernalia.
2. Exhibitor must check in with the EAFB Show official on duty before setting up.
3. Security will be the responsibility of the vendor. EACC will not be responsible for damage to exhibit for any reason.
4. Exhibitor will be responsible for any trash in his /her area .Trash cans will be placed throughout the area and may be used by the vendors.
5. Exhibitors shall not transferor sublet the space or any part thereof or permit the same to be used by any other person without the written consent of the event staff.
6. Event staff shall have the right to terminate the contract granted hereunder at any time without liability, upon the refund of the fee paid herewith. Refunds will be made if event is cancelled due to weather.
7. Exhibitor will indemnify and hold Event harmless from all costs, losses, damages, or expenses including expense of litigation and attorney's fees, resulting from any person or property arising out of any act of omissions of vendor of his employees or other representatives. If requested, vendor will furnish Event staff with evidence that Exhibitor has insurance in force with a reputable insurer, including coverage (with limits approved by the event staff) against contractually assumed liability. The EACC and Ethio-America Food and Beverage Show, its officers, agents or members shall not be held responsible for any loss nor damage due to theft, fire, accident, or other cause but will use reasonable care to protect the vendor from such loss.
8. Exhibit spaces shall not be reserved until payment is received.
9. No food or beverages will be given away free of charge
10. All soda products have to be bought through the event and sold for a designated price.

BOOTH RULES:

Booth assignments are made by EAFB Show staff based on operational and space requirements of the event. Therefore, the EAFB Show reserves the right to refuse any application. Vendors must be checked in and materials placed in the assigned booth space during the designated set up time. Failure to set up during designated times, removal of vehicles from event grounds, or

changing booth locations will be cause for removal of vendor. All merchandise should be clearly marked.

Booth fee is for space and one electrical connection. Event does not provide table, chairs, tents or electrical cords. Booth spaces are for individual vendors and may not be shared. All vendors are individually responsible for the collection and payment of state and local sales taxes.

HOURS -The booths will be open for set up Sunday, October 8, 2023, 8:00 am to 9:00 am. There will be one hour designated for vendor set up. All vendors must breakdown booths by 8:30pm.

The event will run all day starting at 10:00 AM to 8:00 PM.

TERMINATION RIGHTS – EAFB Show and EACC reserves the right to terminate the operation of the vendor operator at any time during the Show for any of the following reasons: A professional manner is not maintained by the Operator and its employees.

Operator or its employees behave in a manner that could be construed as racist.
Operator or its employees commit any act detrimental to the purpose of the event.
Operator or its employees violate any provision of the Health Department.

EACC Does Not allow the following activities or business practices in the Show:

- Materials that are culturally inappropriate
- Materials or services that are illegal
- Alcohol or drugs or anything involving these products
- Political materials or presentations
- Excessive noise with music or otherwise

EACC does not make any expressed or implied guarantees of anything other than what is stated above, nor does it accept any liabilities of any damages referencing this application and participation by the vendor. The vendor fully understands and agrees that they are responsible for all contracted services.

Signed: _____ Date: _____

Platinum - \$3,950

- o Premier placement of logo on event marketing materials, online promotions and the Chamber website for Six Months
- o Platinum level Sponsor recognition in the event related communications, press releases and social media
- o Prime Exhibition Space for show casing your products and services
- o Four (4) VIP invitations at the cocktail sponsors recognition program
- o Can Invite four(4) vendors or Restaurants to promote their services at the Exhibition
- o Prominent acknowledgement as the Platinum Sponsor during the event through announcements and signage
- O Get priority to participate as platinum VIP Networker at the B2B session
- o Awarded as Platinum Sponsor, the Chamber VIP partner and Free of charge member

Gold - \$2,950

- o Placement of logo on event marketing materials, online promotions and the Chamber website for Three Months
- o Gold level Sponsor recognition in the event related communications, press releases and social media
- o Exhibition Space for show casing your products and services
- o Two (2) VIP invitations at the cocktail sponsors recognition program
- o Can Invite three(3) vendors or Restaurants to promote their services at the Exhibition
- o Acknowledgement as the Platinum Sponsor during the event through announcements and signage
- O Participate as Gold Networker at the B2B session
- o Awarded as Gold Sponsor, the Chamber partner and Free of charge Member

Silver - \$1,950

- o Placement of logo on event marketing materials, online promotions and the Chamber website for One Month
- o Silver level Sponsor recognition in the event related communications, press releases and social media
- o Exhibition Space for show casing your products and services
- o One (1) VIP invitations at the cocktail sponsors recognition program
- o Can Invite two(2) vendors or Restaurants to promote their services at the Exhibition
- o Acknowledgement as the Silver Sponsor during the event through announcements and signage
- O Participate as Gold Networker at the B2B session
- o Awarded as Silver Sponsor

Registration Form

Instruction: Please fill out all applicable areas of this form, place your signature in the line provided as an indication of your understanding of disclaimer stated the end of this form.

The fee shall be submitted to the treasurer of Ethio-American Chamber of Commerce .The check and the completed form shall be sent to **Ethio-American Chamber of Commerce in Maryland, 8701 Georgia Ave, Suite 601, Silver Spring, MD 20910**

Vendor / Company Name

Type of Business or what will be presented for sale	
Vendor / Company Street Address	Phone Number
City , State and Zip code	
Email:	

Please Select the Type of Vendor You Prefer:

Type	Place Put a Tick Mark	Authorized Personnel	Signature
Food & Beverage			
Dry Goods			
Non-Profits			
Other			

Please Select the Type of Sponsorship you prefer:

Type	Tick Mark (✓)	Authorized Personnel	Signature
PLATINUM			
GOLD			
SILVER			

All Members of the Ethio-American Chambers of Commerce will get 25% discount to be Exhibitor or Sponsor!

Please send your interest to the following address:

CONTACT ADDRESS

Ethio-American Chamber of Commerce

Address: 8701 Georgia Ave, Suite 601, Silver Spring, MD 20910

Email: info@ethioamericanchamber.com

Tel. : (571)5742212

Website: www.ethioamericanchamber.org